



TORQ Analysis of Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products to Door-To-Door Sales Workers, News and Street Vendors, and Related Workers

INPUT SECTION:

Transfer	Title	O*NET	Filters		
From Title:	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	41-9091.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

OUTPUT SECTION:

Grand TORQ:

93

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	95	Level	92	Level	93

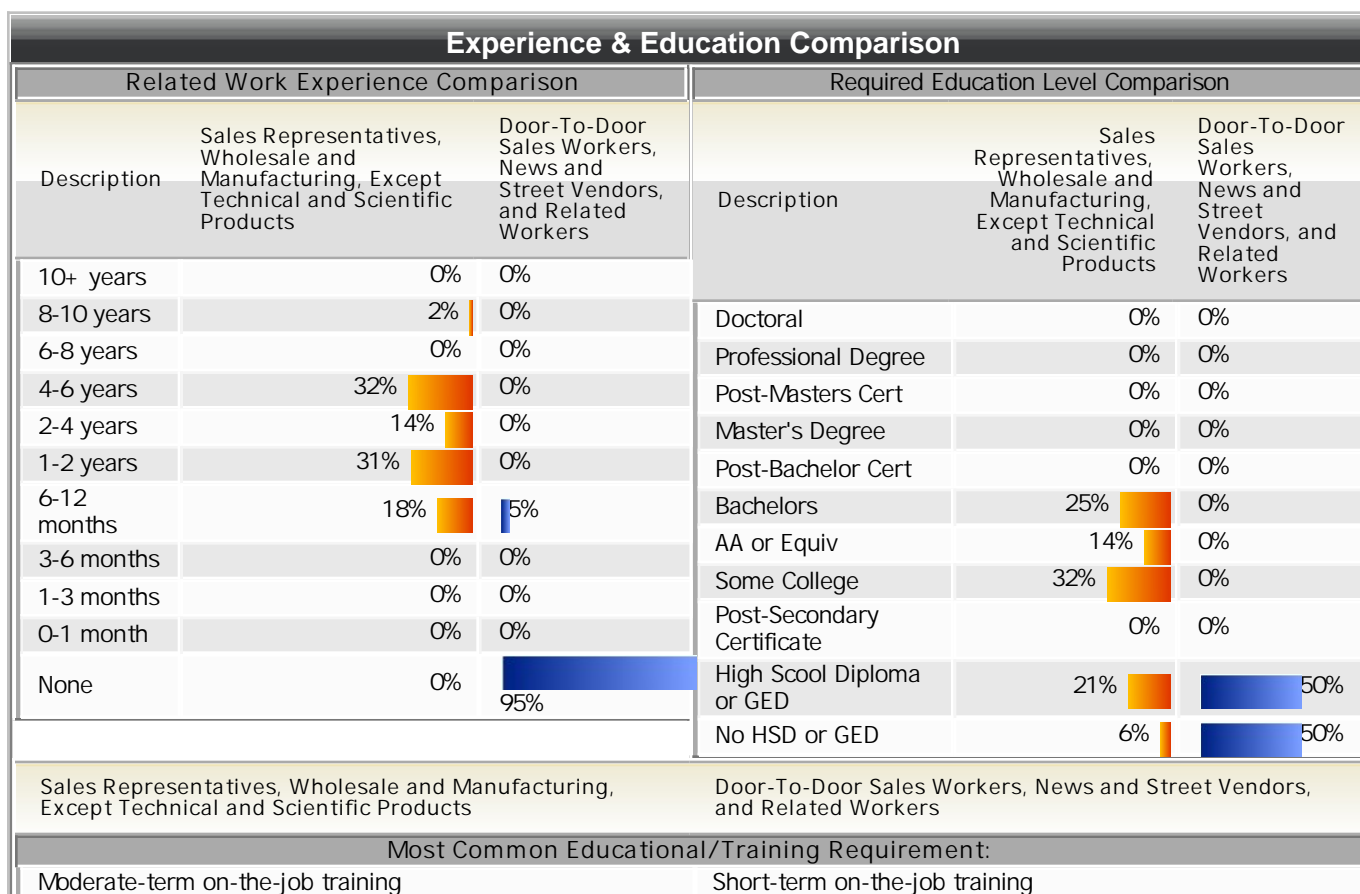
Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
No Critical Gaps Recorded!				No Skills Upgrade Required!				No Knowledge Upgrades Required!			

LEVEL and IMPT (IMPORTANCE) refer to the Target Door-To-Door Sales Workers, News and Street Vendors, and Related Workers. GAP refers to level difference between Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products and Door-To-Door Sales Workers, News and Street Vendors, and Related Workers.

ASK ANALYSIS

Ability Level Comparison - Abilities with importance scores over 50

Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	Importance
Oral Expression	57	53	75
Oral Comprehension	57	53	72
Speech Clarity	51	50	65
Written Expression	51	46	62
Speech Recognition	57	53	62
Written Comprehension	57	46	59
Inductive Reasoning	46	44	59



**Job Zone Comparison****3 - Job Zone Three: Medium Preparation Needed**

Previous work-related skill, knowledge, or experience is required for these occupations. For example, an electrician must have completed three or four years of apprenticeship or several years of vocational training, and often must have passed a licensing exam, in order to perform the job.

Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree. Some may require a bachelor's degree.

Employees in these occupations usually need one or two years of training involving both on-the-job experience and informal training with experienced workers.

1 - Job Zone One: Little or No Preparation Needed

No previous work-related skill, knowledge, or experience is needed for these occupations. For example, a person can become a cashier even if he/she has never worked before.

These occupations may require a high school diploma or GED certificate. Some may require a formal training course to obtain a license.

Employees in these occupations need anywhere from a few days to a few months of training. Usually, an experienced worker could show you how to do the job.

Tasks**Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products****Core Tasks****Generalized Work Activities:**

- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.
- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.

Specific Tasks**Occupation Specific Tasks:**

- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Arrange and direct delivery and installation of products and equipment.
- Buy products from manufacturers or brokerage firms, and distribute them to wholesale and retail clients.
- Check stock levels and reorder merchandise as necessary.
- Consult with clients after sales or contract signings in order to resolve problems and to provide ongoing support.

Door-To-Door Sales Workers, News and Street Vendors, and Related Workers**Core Tasks****Generalized Work Activities:**

- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.
- Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Performing for or Working Directly with the Public - Performing for people or dealing directly with the public. This includes serving customers in restaurants and stores, and receiving clients or guests.
- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Documenting/Recording Information - Entering, transcribing, recording, storing, or maintaining information in written or electronic/magnetic form.
- Monitoring and Controlling Resources - Monitoring and controlling resources and overseeing the spending of money.

Specific Tasks**Occupation Specific Tasks:**

- Answer questions about product features and benefits.
- Arrange buying parties, and solicit sponsorship of such parties, in order to sell merchandise.
- Circulate among potential customers or travel by foot, truck, automobile, or bicycle to deliver or sell merchandise or services.
- Contact customers to persuade them to



- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Forward orders to manufacturers.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.
- Negotiate details of contracts and payments, and prepare sales contracts and order forms.
- Negotiate with retail merchants to improve product exposure such as shelf positioning and advertising.
- Obtain credit information about prospective customers.
- Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
- Plan, assemble, and stock product displays in retail stores, or make recommendations to retailers regarding product displays, promotional programs, and advertising.
- Prepare drawings, estimates, and bids that meet specific customer needs.
- Provide customers with product samples and catalogs.
- Recommend products to customers, based on customers' needs and interests.
- Train customers' employees to operate and maintain new equipment.

Detailed Tasks

Detailed Work Activities:

- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze sales activities or trends
- answer customer or public inquiries
- arrange delivery schedules
- arrange merchandise display
- assemble advertising displays
- communicate visually or verbally
- conduct sales presentations
- confer with customer to review terms of credit or payment plan
- demonstrate goods or services
- estimate costs or price arrangements
- estimate delivery dates
- evaluate advertising promotions

purchase merchandise or services.

- Deliver merchandise, and collect payment.
- Develop prospect lists.
- Distribute product samples or literature that details products or services.
- Explain products or services and prices, and demonstrate use of products.
- Order or purchase supplies.
- Set up and display sample merchandise at parties or stands.
- Stock carts or stands.
- Write and record orders for merchandise, or enter orders into computers.

Detailed Tasks

Detailed Work Activities:

- advise clients or customers
- arrange buying party
- arrange delivery schedules
- arrange merchandise display
- calculate rates for organization's products or services
- collect deposit or payment
- conduct sales presentations
- demonstrate goods or services
- drive automobile, van, or light truck
- fill out business or government forms
- interview customers
- maintain records, reports, or files
- make presentations
- manage inventories or supplies
- operate calculating devices
- order or purchase supplies, materials, or equipment
- process orders for merchandise
- provide customer service
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- use computers to enter, access or retrieve data
- use telephone communication techniques
- walk established route

Technology - Examples



- explain products to customer representatives
- identify best product for customer's needs
- instruct customers in product installation, use, or repair
- investigate customer complaints
- maintain records, reports, or files
- obtain information from individuals
- prepare list of prospective customers
- prepare reports
- provide customer service
- request customer order
- resolve customer or public complaints
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- stock or organize goods
- use computers to enter, access or retrieve data
- use interpersonal communication techniques
- use inventory control procedures
- use knowledge of sales contracts
- use knowledge of written communication in sales work
- use merchandising techniques
- use product knowledge to market goods
- use sales techniques
- use telephone communication techniques
- write business project or bid proposals

Technology - Examples

Calendar and scheduling software

- Computerized call calendars
- Computerized time management systems

Customer relationship management CRM software

- ACT! software
- Advantage Signature Marketing Group Web Master
- Ardexus Mode
- Ardexus TASC
- Commence Application Suite
- Contact management systems
- Contact Tracking software
- Customer relationship management CRM software



- FrontRange Solutions Goldmine software

- HydraNet software

- interlinkONE software

- Maximizer Enterprise software

- Microsoft Dynamics CRM

- NetSuite NetCRM

- Novo Customer Tracking Software

- Onyx software

- Relavis CRM Portal

- Root Systems SPS Process Management

- Sage SalesLogix

- Salesforce software

- SamePage StudioCRM

- Soffront CRM Portal

- Tigerpaw software

Data base reporting software

- SalesInSync software

Data base user interface and query software

- Database software

- Microsoft Access

Desk top publishing software

- Contract Central software

Electronic mail software

- IBM Lotus Notes

- Microsoft Exchange

- Microsoft Outlook

Expert system software

- Mastermind software

- Sales force automation software

Internet browser software

- Internet browser software

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

Spreadsheet software



- Microsoft Excel

Word processing software

- Microsoft Word

Tools - Examples

- Desktop computers
- Computer printers
- Notebook computers
- Personal computers

Labor Market Comparison

Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	Difference
Median Wage	N/A	\$ 18,120	N/A
10th Percentile Wage	N/A	\$ 14,760	N/A
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	N/A	\$ 28,550	N/A
90th Percentile Wage	N/A	\$ 45,640	N/A
Mean Wage	N/A	\$ 24,830	N/A
Total Employment - 2007	N/A	N/A	N/A
Employment Base - 2016	N/A	N/A	N/A
Projected Employment - 2016	N/A	N/A	N/A
Projected Job Growth - 2006-2016	N/A	0.0 %	N/A
Projected Annual Openings - 2006-2016	N/A	0	N/A

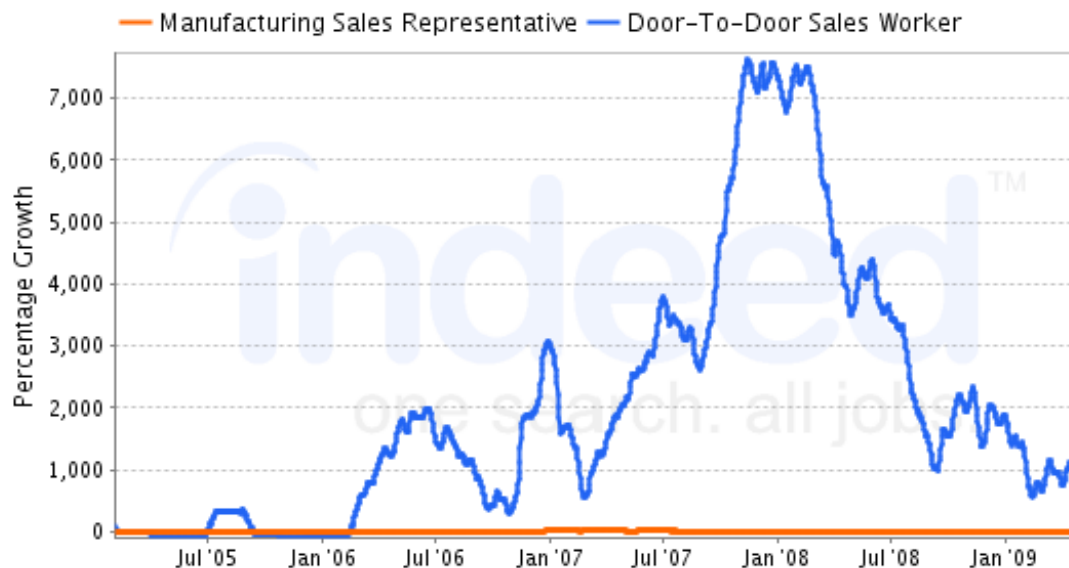
National Job Posting Trends

Trend for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Trend for Door-To-Door Sales Workers, News and Street Vendors, and Related Workers



Job Trends from Indeed.com



Data from [Indeed](http://Indeed.com)

Recommended Programs

Selling Skills and Sales Operations

Selling Skills and Sales Operations. A program that prepares individuals to possess the skills associated with direct promotion of products and services to potential customers and to function as independent sales representatives and managers. Includes instruction in consumer psychology, image projection, public speaking and interpersonal communications, sales organization and operations, customer relations, professional standards and ethics, and applicable technical skills.

No schools available for the program

Maine Statewide Promotion Opportunities for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

O* NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
13-2072.00	Loan Officers	93	3	1,450	\$49,380.00	\$49,380.00	9%	29
41-3011.00	Advertising Sales Agents	93	3	680	\$34,530.00	\$34,530.00	15%	25
41-3031.02	Sales Agents, Financial Services	93	4	0	\$65,230.00	\$65,230.00	5%	33
41-9091.00	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	93	1	0	\$18,120.00	\$18,120.00	0%	0
19-3021.00	Market Research Analysts	92	4	200	\$49,960.00	\$49,960.00	3%	2
41-9041.00	Telemarketers	92	2	1,670	\$23,680.00	\$23,680.00	-18%	59
41-9021.00	Real Estate Brokers	91	3	320	\$61,300.00	\$61,300.00	-1%	22
41-3021.00	Insurance Sales Agents	91	3	1,620	\$43,290.00	\$43,290.00	4%	80



43-4141.00	New Accounts Clerks	91	2	210	\$28,080.00	\$28,080.00	-14%	6
41-4011.00	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	91	4	720	\$57,210.00	\$57,210.00	4%	20
29-2081.00	Opticians, Dispensing	90	3	290	\$30,670.00	\$30,670.00	5%	10
13-1071.01	Employment Interviewers	90	3	610	\$41,200.00	\$41,200.00	10%	19
13-2052.00	Personal Financial Advisors	90	3	360	\$94,100.00	\$94,100.00	10%	13
11-2022.00	Sales Managers	90	4	1,310	\$72,720.00	\$72,720.00	3%	32
13-1022.00	Wholesale and Retail Buyers, Except Farm Products	90	3	490	\$38,660.00	\$38,660.00	-2%	12

Maine Statewide Promotion Opportunities for Door-To-Door Sales Workers, News and Street Vendors, and Related Workers

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
41-9091.00	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	100	1	0	\$18,120.00	\$0.00	0%	0
41-9041.00	Telemarketers	86	2	1,670	\$23,680.00	\$5,560.00	-18%	59
13-2072.00	Loan Officers	81	3	1,450	\$49,380.00	\$31,260.00	9%	29
35-9031.00	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	81	1	1,190	\$18,840.00	\$720.00	8%	94
43-4141.00	New Accounts Clerks	80	2	210	\$28,080.00	\$9,960.00	-14%	6
41-3031.02	Sales Agents, Financial Services	80	4	0	\$65,230.00	\$47,110.00	5%	33
43-4111.00	Interviewers, Except Eligibility and Loan	80	3	680	\$24,060.00	\$5,940.00	8%	24
41-3011.00	Advertising Sales Agents	79	3	680	\$34,530.00	\$16,410.00	15%	25
41-3031.01	Sales Agents, Securities and Commodities	79	4	0	\$65,230.00	\$47,110.00	5%	33



41-9011.00	Demonstrators and Product Promoters	79	1	130	\$19,480.00	\$1,360.00	11%	6
43-9041.01	Insurance Claims Clerks	79	2	1,810	\$31,380.00	\$13,260.00	-8%	22
43-9041.02	Insurance Policy Processing Clerks	79	2	1,810	\$31,380.00	\$13,260.00	-8%	22
13-2052.00	Personal Financial Advisors	78	3	360	\$94,100.00	\$75,980.00	10%	13
43-3071.00	Tellers	78	2	2,970	\$21,770.00	\$3,650.00	18%	184
43-4171.00	Receptionists and Information Clerks	78	2	2,680	\$23,230.00	\$5,110.00	9%	95